

Washington Automobile Dealers Assert Good Times Prevail in Trade Circles

MOTOR CAR TRADE PROVES GOOD TIMES

Dealers Here Back Redfield in His Assertion That Country Is Prosperous.

By HARRY WARD.

That Secretary Redfield, of the Department of Commerce, is right in his statement that there is nothing the matter with the country's prosperity, as asserted by automobile dealers on fourteenth street and along Connecticut avenue, so far as the automobile business in Washington is concerned, at any rate.

The dealers, several of whom have the selling rights for the cars they handle in various counties in Maryland and Virginia, almost without exception declare that business in automobiles this year has been bigger than ever before and that it has been especially good among the smaller merchants in semi-rural communities adjacent to Washington.

"Secretary Redfield was right," declared a dealer who has been in business here for years. "The few people who are kicking the only bowl of beer out, are not coming out fast enough for them. That's the only bowl."

Plain People Prosperous.

"Business is fine," said Charles E. Miller, agent for the Ford. "We have sold twice as many cars in our territory as we did last year. A great many of them were runabouts for use by merchants, both in Washington and the surrounding country. We find no scarcity of prosperity among the plain people who buy our product."

Miller declares that his firm of the business done by Ford agencies throughout the country uniformly were good. He explained the laying off of 400 men in the Detroit factories of the Ford company by saying they were two months ahead on parts, and he believed the suspension would be only until the year's business was cleared up. "Our factory made 25,000 cars this year," said Robert H. Martin, manager of the Buick branch, "and we were sold up to the limit of our factory production by May 20. This was the best year ever had. We found a ready market for the moderate priced cars."

Even Better Times Ahead.

"I don't think there is any doubt that the mass of the people in the country are prosperous," remarked Raymond H. Hoyer, of the Buick agency. "This year's big crops are taken off in good shape, there is no doubt in my mind that next year will be even better than this. It has been a splendid year for the Overland organizations, and we are planning for even bigger things next season."

Reports of good business were made by dealers handling the Studebaker, Detroit electric, Chalmers, Maxwell, Paige, Cadillac, and Marion.

TOURING FAVORED ALL OVER WORLD

Convenient Apparatus and Easy Manipulation of Cars Makes Sport Popular.

Automobile touring is one of the popular sports of the day, and it is no wonder, when one takes into consideration the comfort and convenience of the modern motor car. No other vehicle of transportation has ever attained the perfection of the up-to-date automobile in such a short time.

Keen competition among hundreds of manufacturers is responsible for this, with the ever increasing demand for convenient apparatus in the new manipulation of the machine. A short time ago it was necessary to stop in the mud in order to light the old-fashioned oil lamps, and it was not uncommon to see the driver spending most of his leisure time underneath. Nothing like this nowadays. Mr. or Mrs. driver can have as much fun as the rest of the party. Pressure of a button starts the old motor going and a switch lights up the car, and as for mechanical trouble there is nothing of a serious nature to happen. Most all troubles are due to loose tire connections or some such trifles. Tire troubles, too, are passing away, thanks to the greatly improved tire building by the tire companies. Five thousand miles is a pretty good average for a set.

Directing the Tourist.

The following little dialogue took place while a traveler was exploring a road back of Paoli:

Motorist in car, pointing ahead of him—Say, friend, where does this road lead to?

Farmer, sitting on his porch smoking a pipe—It don't run anywhere; it just stays where it is!—Philadelphia Public Ledger.

World's Foremost Electric Automobile Again Proves Its Wonderful Powers

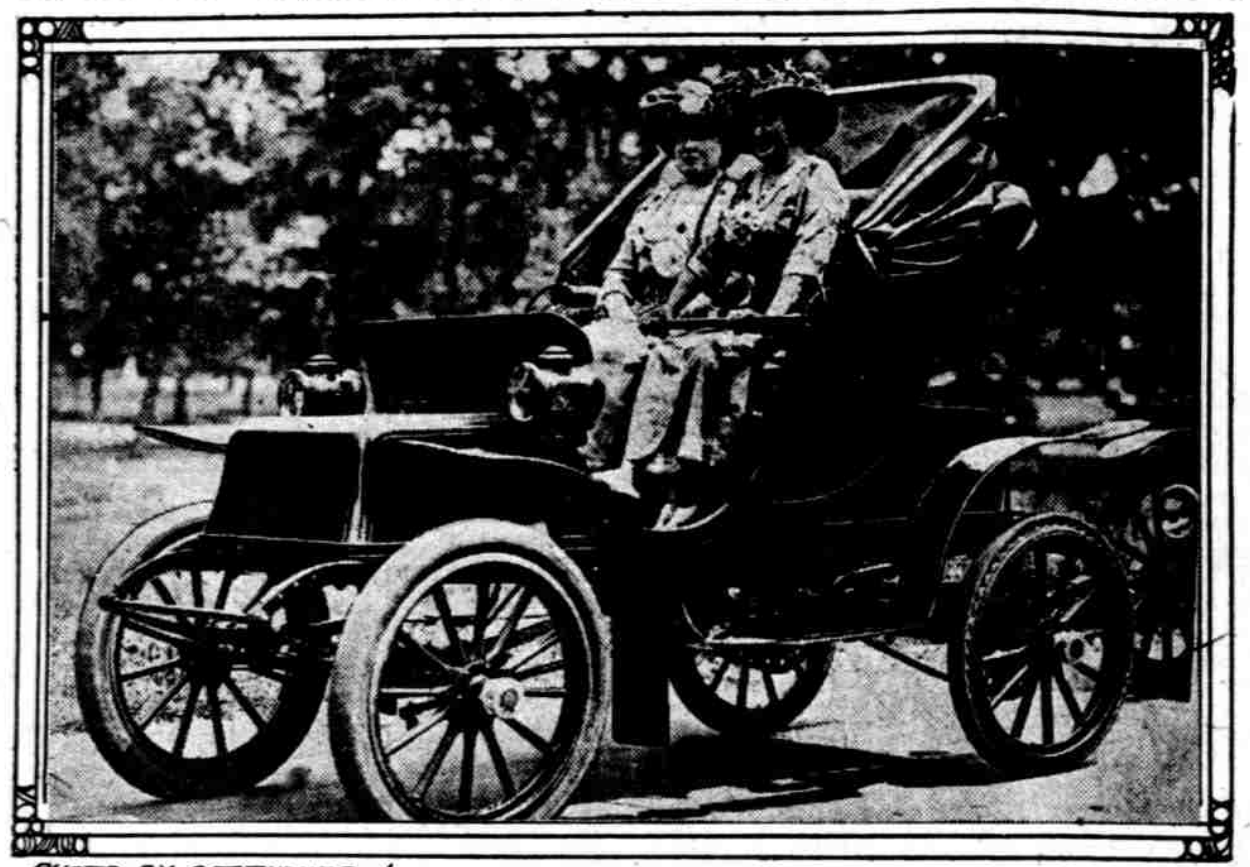
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En route from Philadelphia to Washington, the battery was "boosted" at Wilmington, Belair, and Baltimore. Their running time averaged 19 miles an hour.

This proves the superior ability of the world's foremost electric automobile.

EMERSON & ORME
Telephone Main 7695. 1407 H Street N. W.

ONE OF WASHINGTON'S FAIR MOTORISTS



MISS WINNIFRED DEWITT, Who Finds Much Enjoyment Driving an Electric Automobile About the Streets and Park Roads of This City. In the Machine With Her Is Mrs. H. L. Taylor, of New York.

FRIGHT BIG FACTOR IN SKIDDING MISHAPS

Sudden Application of Brakes Should Be Avoided by Careful Driving.

Carelessness and fright are the two big factors in most bad skidding accidents. When the streets are slippery the best of automobile drivers will have their troubles unless they use caution.

The first rule of caution, according to a pioneer motorist, is to drive so that the sudden application of brakes will not be necessary at any time. For when the brakes go on hard and suddenly there is going to be an automobile doing a tango immediately.

This is what the motorist in question has to say about this important subject.

"I warn all beginners—and some older drivers too—to approach all street crossings with the car under control without the brakes being used. Let the engine do the braking to slow up for a crossing. Then put on the brakes easily. If the car shows a tendency to swing around, release the brakes immediately."

"And then here is the one big vital thing to remember: The wheels in the direction to which the hear of the machine is skidding. It is instinct to turn the wheels in the opposite direction. The result is that the skid is accentuated."

"When driving along the road and there is trouble on the right side, it is instinct to turn the wheels away from it. That is the reason the beginner will invariably make a skid worse."

Another Odd Use For an Automobile

The adaptability of the automobile to odd and varied uses is being illustrated every day. The electric equipment on the car has also been adapted to strange circumstances, even to assisting a surgeon in performing an operation in a country house where the only light available was a kerosene lamp.

The latest use to which the automobile is being put is the opening and closing of the water valves of a city water system. By means of a simple device attached to the motor car, the valves are opened or closed in one minute. Formerly it took four men half an hour to do the work. The device is attached to a rear wheel of the car which has been jacked up. The motor is then started.

Speak Over 125 Miles By Wireless Telephone

PARIS, June 6.—Wireless telephone messages were transmitted 125 miles by a French army officer, who is making experiments for the government.

The words were said to be as distinct as those transmitted over wires.

Honor Degrees for Two Members of Cabinet

CHAPEL HILL, N. C., June 6.—The University of North Carolina has conferred the degree of LL. D. on Secretary of Commerce Redfield and Secretary of the Navy Daniels.

Automobile Notes

Recent buyers of Marion cars include George Shaker, who purchased a six-cylinder car, and Mrs. R. B. Dear, who secured a five-passenger machine.

H. B. Leary, Jr., reports the sale Maxwell "25" touring cars to R. E. Baker, F. Mitchell, J. B. McLoughlin, John Dudley and C. P. Herbert.

The latest purchaser of a Cartercar touring car is J. D. Kehoe, auditor of the State Department.

Fifteen owners of Marion cars took part in a social party run to Gettysburg last Sunday. Henry Cunningham was in charge of the party and the trip was made without an accident of any kind. Another trip will be made in the near future with Harper's Ferry as the objective point.

Miller Bros. report the sale of the following Ford cars during the past week: Touring cars—Walter Spauld, M. Olin, Samuel V. Guack, Frank Mac, E. H. Pittman, John E. Baker, Fred H. Anderson, F. R. Anderson, C. Brown, Elizabeth M. Fair, J. H. Carter, John H. Miller, S. V. Mead, Virginia R. Sheer, S. N. Matter, Mrs. W. Alexander, Edward Culom, Rev. C. H. Butler, Eugene Paravano, Marshall R. F. Marshall, T. J. McGee, J. C. Segar, Charles H. Eak, R. L. Parker, W. E. Burner, C. R. Boyer, F. L. Pence, C. W. Finnall, S. D. Segar, M. D. Kalbach, W. T. Henderson, W. R. Cash, C. T. Mahpie, D. L. Asch, F. E. Row, James A. Arnold, J. E. Carter, W. H. Mattingly, J. Frank Smith, R. A. Golden, E. P. Thomas, E. Canby, J. Miles, H. M. Huntsberry, W. D. Warner, T. Lee Cullers, Runabouts—Edward F. Miller, C. C. Fling, Warren, E. H. Reynolds, Robert Thompson, C. H. Montgomery, J. L. Pray, W. M. Inskape, Z. G. Durfee, J. M. Dolinger, and W. W. Briggs. Delivery wagon to George Goldberg.

Good business is reported by Washington's newest tire firm, Sylvester & Livingston, who have opened a store at 1621 Fourteenth street, where they carry a complete line of Hood tires, known here. Henry H. Sylvester is a son of Major Richard Sylvester and has a host of friends. Leroy Livingston was identified with banking interests before embarking in the tire business.

Hal A. Reitenberg, of the Hupp Motor Car Company, is spending a few days in Washington. He reports good business throughout his territory. It is expected a Hupp mobile agency will be placed here before he leaves.

This week the Commercial Automobile and Supply Company sold Studebaker cars to Leopold Nobrega Morira, of the Brazilian embassy; L. M. Feldman, D. Talbert, Eugene Price, M. D. Hall and M. F. Mangano.

Can a Cartercar Pull?

The above shows a Model Seven Cartercar pulling a load of twelve tons.

Did you ever hear of any light gear-driven car doing such a stunt? No, you never did.

The Gearless Drive Makes This Possible

Gentle Reader:

Would you not like to own a car with power to climb the steepest hill, plow through the deepest mud, or negotiate the shifting sand?

The Gearless Drive Cartercar will do all these. It can always be depended upon.

Make us prove it.

Cartercar Sales Co., Inc.

Phone N 1302 1801 14th St. N.W.

STRETCHED INNER TUBES GIVE TROUBLE

Often Advisable to Discard Them When Creases Appear, Even Though Inflated.

Inner tubes of automobile tires often continue to hold air, even after they have become so much stretched, after long service, as to render their further use inadvisable.

The stretch may be so great that, when the tube is inserted in the casing, it is seen to be very much longer than it should be and to have a number of folds in it. When inflated it may happen that the pressure of the tube against the inside of the casing prevents the straightening out of the folds, which thus become permanent, forming sharp creases in the walls of the tube.

The creased portions of the tube are heavily stressed in service and finally crack, the result being the same as observed in the case of a tube which is pinched in the ordinary way. Stretched tubes are naturally more subject to pinching of all kinds. Rather than run the risk of the trouble of this kind, which may occur under very unfavorable circumstances, it is best to discard a tube as soon as it has become so stretched that it is impossible to straighten it out when it is inserted in its casing, although the tube may still be capable of holding air.

Big Motorcycle Meet Planned for July 4

One of the greatest events of the motorcycle year is the 300-mile race which is to be held at Dodge City, Kan., on July 4. This contest is to be a motorcycleman's show, the 500-mile classic at the Indianapolis Motor Speedway is to the automobile world. It is expected that many new speed records will be hung up on that day, for some of the best known riders of the country will participate.

One French rider has already signified his intentions of taking part, and it is expected that he will be a number of other foreign competitors, as the event will be international in character and the winner will receive the title of champion of the world.

If Fuel Line Breaks.

The fuel does not disappear from the float chamber of the carburetor as rapidly as might be supposed. In fact, a car can run for quite a distance on the float chamber contents. This should be remembered in the event of a break in the fuel line, when repeated fillings of the float chamber will enable the driver to get home, with interruptions.

Second Trial Spin for Shamrock IV Next Week

GOSPORT, England, June 6.—The Shamrock IV, Sir Thomas Lipton's challenger for the America's cup, will have the second sail-stretching spin of her preliminary speed trials one day next week, it was announced here today. Sir Thomas and all who have seen the new Shamrock in action have expressed themselves as highly pleased.

Alsation Not Aground, Say Company Officials

MONTREAL, June 6.—Denial is made by the officials of the Allan steamship line, of a report that the steamship Alsation was aground in the vicinity of Father Point, Gulf of St. Lawrence, where the Empress of Ireland went down ten days ago. The Alsation is reported off Cape Race, and making excellent time.

HAYNES GIVES HINTS TO NEW MOTORISTS

Builder of America's First Automobile Tells How to Learn to Drive Car.

With every succeeding week many new names are added to the list of those who are classed as motorists. For their benefit Elwood Haynes, builder of America's first automobile, a machine that now occupies a prominent place in the Smithsonian Institution in this city, has prepared some highly interesting facts on how to become expert in driving.

"Forethought, correct judgment and self-control are essential qualifications which the motor driver should attain," says Haynes. "If you feel that you lack self-confidence, it is well to have some one teach you to drive step by step."

"In the first place, don't expect or even try to learn everything at once. Have your instructor take the car to some unfrequented street and then, while he controls the throttle, learn to steer while moving along slowly on high gear."

"Hold the wheel firmly, but not too tight. Don't try to go in an absolute straight line. Turn the wheel slightly and see for yourself how sensitive it is by trying to dodge small objects in the road. By practicing in this manner for some time you will wear off the nervous feeling, and will be surprised at the ease with which you can steer a big, powerful car."

Learn to Manipulate Clutch.

"The next step is learning to manipulate the clutch and the gears. Shut off the motor and, with the car standing still, go through the operations of changing gears time and time again, just as though the car were running. Then, after starting the motor, throw out the clutch pedal, shift the hand lever into first speed position and release the clutch pedal very slowly while your instructor operates the throttle. Repeat this over and over again. See how slowly you can start and stop the car before ever attempting to go into the higher speeds."

"Always exercise great care in shifting gears with a hand-shift lever. Be sure that the clutch pedal in its downmost position before moving the lever. On the other hand, when going from one speed to another, don't wait for the car will lose its momentum."

"Drive slowly and cautiously when learning. Keep as straight a course as possible, and practice on the level part of the road only until you have mastered the art of driving. Always get the car well under way before changing to a higher gear."

"When ascending a hill, retard the spark. If the motor labors, do not try to climb it on high, but shift back to second or intermediate. The lower speeds are for a purpose, and you must learn to use them."

Watch the Windows

This Coming Week for Goodyear Tire Displays Like This. They'll Show You Where to Get These Tires

Goodyear Week

Here and everywhere, this coming week, all the leading Goodyear dealers will make window displays like this.

It is done to show you where No-Rim-Cut tires are sold, and sold at Goodyear prices. Mark these exhibits. These are the dealers who, despite higher profits on other tires, supply you the world's best.

They Under-sell 16 Other Makes

These dealers will sell you No-Rim-Cut tires for 28 per cent less than they cost in March, 1913. They will sell them below the prices asked for 16 other makes. They will sell you four tires for the price of three of some of Goodyear's rivals.

They will supply you, at Goodyear prices, the utmost in a tire. The tire that out-sells any other tire in the world. The tire that won top place in Tiredom through millions of mile-age tests.

Four Other Savings

In addition they give you these four features, found in no other tire:

THE GOODYEAR TIRE & RUBBER COMPANY, AKRON, OHIO

This Company has no connection whatever with any other rubber concern which uses the Goodyear name

Any Dealer can supply you Goodyear Tires. If the wanted size is not in stock he will telephone our Local Branch.

1550

YOUR MOTOR CAR WILL BE NOISY

If the rollers jump off the cams—use stouter springs. If the tappets are loose in the guides—take up the guides or replace them.

If the valve-springs are not strong enough—usually the difficulty.

If the valve stems are too free in the guides—refit the valves and bush the holes if necessary.

If the valves do not seat properly—go over them with care and make them tight by grinding.

If the valve-covers are not screwed down to a tight seal—leakage detracts also from power of the motor.

If the half-time gears are running too close to each other—noises due to bottoming results.

If the magneto and pump gears are not running on their pitch lines—adjust them into proper relation.

Use the Low Gear.

"In descending a very steep hill, you can put the car in low and the motor will check the speed of your car, making the descent safe and preventing the excessive use of the brakes. This, however, is seldom necessary, the usual practice being to coast down a hill."

"Never attempt to go from a forward speed into reverse without first bringing the car to a dead stop."

"Set the hand throttle so that the car will run at a slow speed and do the additional accelerating with the foot throttle. Thus you can slow down the car at any time by merely removing the foot from the accelerator."

"Control the car as much as possible by use of the throttle—less you use the brakes the better."

"In stopping the motor, open the throttle just before throwing off the switch, allowing it to remain open until the motor has died down. This leaves a fresh charge of gas in the cylinders, which greatly facilitates starting."

"There is at present in the minds of the majority of motor car users the idea that, aside from washing and filling of tanks and radiator, there is no particular care necessary for the successful operation of the car. There is no more carefully designed mechanism in existence today than the automobile, and, as is usual with all complicated machines, a careful inspection and attention to details will prolong its life and assure successful operation to an immeasurable degree."

How to Scrub Floors Of Automobiles

Aluminum floor and running boards of automobiles will keep bright and untarnished for some time, but will eventually grow very dull in places where there is no wear to keep them shiny. Scrubbing with ordinary substances is of no avail, and the only thing to do is to apply a solution of 10 to 15 per cent sulphuric acid. This should be well rubbed into the surface with stiff brush, and afterward washed off with pure water. Care should, of course, be taken that none of the acid gets on the hands or clothes, or on the wood parts of the car.

MIRE MADE TRAP TO MULET MOTORISTS

Farmer, Hiding With Team, Waits to Pull Cars From Straw-Covered Mud.

The experience of a California motorist, here related, will strongly remind many Washington motorists of the troublesome times they had when they used to drive to Baltimore over a portion of the road known as the "Contest cut." The "cut" was a famous place for getting mired in the mud, and at an opportune time a farmer appeared on the scene and pulled the unlucky motorist out of the mire, charging him \$2 to \$10 for the little job. There are those who are unkind enough to say that the farmers in that section dumped barrels of water into likely spots in order to catch unwary motorists.

This is the experience of an Oakland motorist who was visiting Washington this week.

"Straw on the road is a danger sign to John Fremont, of Oakland. The last time he saw a road nicely strewn with straw he wondered casually as to what brought the farmer to grief, drove over on it, and then had occasion to wonder as to what had introduced him to gloom. Underneath the nice, clean straw was some thick, dirty mud, and the car sank up to the hubs in it—mired completely."

"Out from behind a clump of trees ran a farmer. 'Here we are, mister. Got a team all ready. We'll get you out for \$2.50; won't charge you \$5, like we did the other six.'"

"In the course of the hauling, as related by the motorist, a carefully prepared singletree broke and there were wails from the farmer that he was out \$4.50 and demands for more money. As the muddy car rolled away on terra firma the farmer drove the team back behind the trees, spread another half bale of straw over the trap and waited."

To Washington motorists who have had similar experiences the story will seem familiar.

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